Coe & Company, LLC

Business Technology Professionals

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Phone: 504 885-8686 - Fax: 504 885-7181
www.coesolutions.com
Quote Expiration: 30 days from Date of Quote

QUOTE

Date	Quote #
11/01/20	AAAQ5155

Sold To: San Francisco Bar Pilots
Capt Anne McIntyre
Pier 9 East End
San Francisco, CA 94111

Phone: 415-362-5436
Fax:

Ship To: San Francisco Bar Pilots
Capt Anne McIntyre
Pier 9 East End
San Francisco, CA 94111

a.mcintyre@sfbarpilots.com
Phone: 415-362-5436
Fax:

>>SCHEDULE B<<

PilotDISPATCH(R) Suite - Installed on San Francisco Bar Pilots supplied Microsoft Azure Cloud Server.

Deployment Project rate of $145.00/hour reflected in quote.

Payment option of total equally spread over 12 months offered, with first payment due at time of signing of PilotDISPATCH licensing agreement.

Terms	Rep	P.O. Number	Ship Via
NET 30	COECC		N/A

Ln #	Qty	Description	Unit Price	Ext. Price
1		**Pilot.DISPATCH(R)**		
2	56	Pilot.DISPATCH, Pilot.INVOICE, Pilot.LICENSE (with Education tracking), Pilot.WEB and Pilot.MOBILE - (Maintenance - Annual Fee per active pilot)	$800.00	$44,800.00
3				
4		**PHASE 1 - Planning, Deployment and Go-Live Support**		
5	720	Deployment Hours (estimated - 18 man-weeks) - Professional Hours billed as incurred - Net 30	$145.00	$104,400.00
		Planning, implementation, master file data conversions from existing Saab/Klein Dispatch and Invoice systems, web site PilotWEB, and Go-Live Support.		
		Define links to Sage Intacct Accounting for Agents, linking to Customers and for import of Invoices, Credit Memos, and Payment details to support G/L posting.		
		Assistance balancing PilotINVOICE to Sage Intacct Accounts Receivables by period at go-live and one month after.		
		Approximately 90 days to go live plus 30 days parallel processing with cut-over (primary old system/new in parallel, then primary new/old, then cut-over to new shutting down old system).		
6				
7		**PHASE 1 - Predictive Scheduling**		

Ln #	Qty	Description	Unit Price	Ext. Price
8	160	Compute forecast of Pilots to cover jobs, based on pilot job availability, pilot status, job length (editable), and pilot group working calendar. Project light jobs for non-covered jobs based on pilot availability and lack of availability of rested pilots.	$145.00	$23,200.00
9				
10		**PHASE 1 - PilotWEB**		

11	200	Migrate all existing forms and reports to PilotWEB including:
		1 - All existing links to external URLs
		2 - Add all exising static PDF or other file formats with appropriate menu name - i.e. Meeting Minutes, etc.
		3 - Add following data submission forms:
		   a - ESA Log
		   b - Comp Time Request
		   c - Monthly Meeting Proxy
		   d - B&P Meeting Proxy
		   e - Not Fit for Duty
		4 - Add "real time" reports to PilotWEB:
		   a - Pulls and Returns
		   b - Dispatch Traffic Board (with names version and without names version)
		   c - Change Day Rotation
		5 - Agent Ordering functionality - specific to SFBP
			$145.00	$29,000.00

12				
13		**PHASE 2 - Power BI - Business Intelligence**		
14	16	Configure Power BI to utilize standard reports for PilotDISPATCH and PilotINVOICE data.	$145.00	$2,320.00
15				
16		**PHASE 2 - Mobile App**		

17	280	Add to Mobile App for SFBP the following:
		1 - Agent ordering of a ship with notification of acceptance by Dispatcher
		2 - New Transportation process as follows:
		   a - Pilot receives order
		   b - Eligible Transportation driver or transportation dispather can accept specific job
		   c - Entry by Driver or Transportation Dispatcher name of driver, date and time of meeting, location of meeting.
		   d - Notification to all parties of Acceptance of Transportation Job and details noted above.
		   e - Tap to call related party - Pilot to Driver or Driver to Pilot.
			$145.00	$40,600.00

18				
19		**Microsoft SQL Server 2019 installed on Microsoft Azure Cloud Server (we recommend each of the items in this section be purchased from your local Microsoft representative and connected to your Office365 accounts.)**		
20	2	Microsoft SQL Server Standard 2019 - 64 bit - License - 2 Server Core (4 cores required minimum per Azure specifications)	$3,586.00	$7,172.00
21	5	Terminal Server Licenses (estimated)	$168.00	$840.00
22				

Ln #	Qty	Description	Unit Price	Ext. Price
23	1	Microsoft Azure Cloud Recurring Expense	$0.00	$0.00
		Cloud Hosted PilotDISPATCH, PilotINVOICE, PilotLICENSE and PilotWEB - Microsoft Azure Cloud - 2 servers and includes all Microsoft Server licenses - One Domain Controller and One Terminal Server each with three local zone backups but no Geo-Redundency backup - approximately $638.33/month or less. See attached details.		
		Internet access required. This option replaces any need for buying new servers in future, covers all hardware mainteance, electricity, daily backup and internet access for a single server and domain controller hosted in Microsoft Azure Cloud Service.		
24				
25		**Travel**		
26	1	Airfare and Lodging (estimated - 3 separate one week visits staying at Hyatt Regency San Francisco for $227/night with taxes and fees), 3 people each time) - billed at actual cost.	$20,808.00	$20,808.00

Authorized
Signature: _____

Title: _____Port Agent_____

Date: _____11/9/20_____

SubTotal	$273,140.00
Sales Tax	$0.00
Shipping	$0.00
Total	**$273,140.00**